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A good place to Eat and Live Well.
Remarkable 40c luncheon at noon.
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PORTLAND HIDE & WOOL CO. We Pay Highest Prices for HIDES, PELTS, WOOL, MOHAIR, CASCARA BARK.
105 UNION AVENUE NORTH, PORTLAND, OREGON.
Write for Prices and Shipping Tags.

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Now is the time to market capons. We are pioneers and largest handlers of these in the Northwest. Write us.

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Join the Arrow Head Tours. Personally conducted. Write for full information.
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MULTNOMAH BATTERIES
Guaranteed for one year.
Send no money. We ship by Express C. O. D.
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GOULD BATTERY & SERVICE CO.
State Distributors of Gould Batteries
Corner 10th and Flanders Sts.
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RHEUMATISM
Jack King Cures It. Ladies and Gents Examination Free. 207 Belmont Bldg., Portland, Ore.

RAINIER HOTEL
Rates \$1.00 and up. 128 N. 6th St., Portland, Ore.
Very Centrally Located. Convenient to all Depots, and one block from main Postoffice

PATENT ATTORNEY MECHANICAL ENGINEER
Protect that idea with a United States Patent. Others have made fortunes out of Patents. Why not you? Thomas Bilyeu, 202 Stevens Bldg., Portland, Ore.

ARMSTRONG AUTO RADIATOR CO.
If your RADIATOR heats or leaks, send it to us.
47 Barnside street, Portland, Oregon

HOTEL HOYT
Located Sixth and Hoyt
Strictly Fireproof and Modern. Near both depots and convenient car service to all parts of city.

NEW \$2,000.00 NELSON TRACTORS
\$350.00
315 Belmont Street, Portland, Ore

DR. CHAS. J. DEAN
2ND AND MORRISON PORTLAND, OREGON
MENTION THIS PAPER WHEN WRITING

ON THE GREAT BERKELEY CAMPUS

Scene Presented at University of California Has Been Likened to Musical Comedy.

On the University of California campus the sun blazes on a white campanile, on the white faces of huge new buildings, on the mountainous, smooth brown hills that climb up behind the campus, and far out through the haze, on the blue of San Francisco bay. Instead of sober New England elms, are altitudinous, half tropical eucalyptus, with rustling, grass green leaves and aromatic scent that somehow reminds one of Australia or Kipling's India and saddle horses and slightly arrogant "colonials" in riding clothes.

The lawns are spotted with curious, low spreading, Japanese-looking trees, and under these trees students squat on the grass with their books—boys and girls from California orchard and vineyard country, Filipinos, Russians, Japs and Chinese. The campanile bells chime, and out of the white buildings they pour in droves—there have been

SEE TRAGEDY IN IRISH SLAYING

Youth Who Slays Bandit Who Robbed Father Discovers Victim Is His Brother.

Belfast.—The history of civil strife in Ireland has brought forth no tragedy which, for its bitter irony, surpasses an incident reported from Galway.
A laborer sold a litter of pigs at the market in Portumna, receiving \$200. The same night his house was raided

THE SECRET OF BEING! A CONVINCING TALKER

How I Learned It in One Evening.

By GEORGE RAYMOND

"Have you heard the news about Frank Jordan?" The question quickly brought me to the center of the office. Jordan and I had started with the Great Eastern Machinery Company, within a month of each other, four years ago. A year ago, Jordan was taken into the accounting division and I was sent out as salesman. Neither of us was blessed with an unusual amount of brilliancy, but we "got by" in our new jobs well enough to hold them.

Imagine my amazement, then, when I heard: "Jordan's just been made Treasurer of the Company!" I could hardly believe my ears. But there was the Notice to Employees on the bulletin board, telling about Jordan's good fortune.

Now I knew that Jordan was a capable fellow, quiet, and unassuming, but I never saw him open his mouth for any such sudden rise. I knew, too, that the Treasurer of the Great Eastern had to be a big man, and I wondered how in the world Jordan landed the job.

The first chance I got, I walked into Jordan's new office and after congratulating him warmly, I asked him to let me "in" on the details of how he got ahead so quickly. His story is so interesting that I am going to repeat it as closely as I remember.

"I'll tell you just how it happened, George, because you may pick up a pointer or two that will help you."

"You remember how scared I used to be whenever I had to talk to the chief? You remember how you used to tell me that every time I opened my mouth I put my foot into it, meaning of course that every time I spoke I got into trouble? You remember when Ralph Livingston left to take charge of the Western office and I was asked to present him with the lion cub the boys gave him, how flustered I was and how I couldn't say a word because there were people around? You remember how confused I used to be in every meeting with new people? I couldn't say what I wanted to say when I wanted to say it; and I determined that if there was any possible chance to learn how to talk, I was going to do it."

The first thing I did was to buy a number of books on public speaking, but they seemed to be meant for those who wanted to become orators, whereas what I wanted to learn was not only how to speak in public but how to speak to individuals under various conditions in business and social life.

A few weeks later, just as I was about to give up hope of ever learning how to talk interestingly, I read an announcement stating that Dr. Frederick Houk Law had just completed a new course in business talking and public speaking entitled "The Art of Speech." I sent for them and in a few days they arrived. I glanced through the entire eight lessons, reading the headings and a few paragraphs here and there, and in about an hour the whole secret of effective speaking was opened to me.

"For example, I learned why I had always lacked confidence, why talking had always seemed something to be dreaded, whereas it is really the simplest thing in the world to get up and talk. I learned how to secure complete attention to what I was saying and how to make everything I said interesting, forceful and convincing. I learned the art of listening, the value of silence, and the power of brevity. Instead of being funny at the wrong time, I learned how and when to use humor with telling effect."

"But perhaps the most wonderful thing about the lessons were the actual examples of what things to say and how to say them to meet every condition. I found that there was a knack in making oral reports to my superiors. I found that there was a right way and a wrong way to present complaints, to give estimates, and to issue orders."

"I picked up some wonderful pointers about how to give my opinions, about how to answer complaints, about how to ask the bank for a loan, about how to ask for extensions. Another thing that struck me forcibly was that instead of antagonizing people when I didn't agree with them, I learned how to bring them around to my way of thinking in the most pleasant sort of way. Thinking of course, along with those lessons there were chapters on speaking before large audiences, how to find material for talking and speaking, how to talk to friends, how to talk to servants, and how to talk to children."

"Why I got the secret the very first evening and it was only a short time before I was able to apply all of the principles of the course so that my words were beginning to have an almost magical effect upon everybody to whom I spoke. It seemed that I got things done instantly, where formerly, as you know, what I said 'went in one ear and out the other.' I began to acquire an executive ability that surprised me. I smoothed out difficulties like a true diplomat. In my talks with the chief I spoke clearly, simply, convincingly. There came my first promotion since I entered the accounting department. I was given the job of answering complaints, and I made good. From that time was given the job of making collections. When Mr. Buckley joined the Officers' Training Camp, I was made Treasurer between you and me, George, my salary is now \$7,500 a year and I expect it will be more from the first of the year."

"And I want to tell you sincerely, that I attribute my success solely to the fact that I learned how to talk to people."

When Jordan finished, I asked him for the address of the publishers of Dr. Law's course and he gave it to me. I sent for it and found it to be exactly as I had stated. After studying the eight simple lessons I began to sell to people who had previously refused to listen to me at all. After four months of record-breaking sales during the driest season of the year, I received a wire from the chief asking me to return to the home office. We had quite a long talk in which I explained how I was able to break sales records—and I was appointed Sales Manager at almost twice my former salary. I know that there was nothing in me that had changed except that I had acquired the ability to talk where formerly I simply stood "two without speech."

I never thank Jordan enough for telling me about Dr. Law's Course in Business Talking and Public Speaking. Jordan and I are both sending all our spare time making public speeches and Jordan is being talked about now as Mayor of our little town.

Walla Walla, Wash.
Jan. 1, 1922.
American Newspaper Ass'n.,
Portland, Ore.
Gentlemen:
I am enclosing check in payment of set of books sent me by you. I am satisfied that the one book is worth the price asked for all. I am,
Very truly yours,
CHAS. R. MONTAGUE,
534 Catherine St.

AMERICAN NEWSPAPER ASSOCIATION
of Portland, Ore.
419-19-20 U. S. National Bank Bldg.

Gentlemen:
Please mail me Dr. Law's course, "Mastery of Speech." I will pay the postman \$3.50 on delivery, which completes the transaction and pays for the course in full. Thereafter the course is mine absolutely.

Name _____
City _____
State _____
Write Plainly.

Too Much to Expect.
"I can't say I dislike Jones," said Snibbins, "no, I can't say I dislike him; but it ain't in reason, considering the kind of skunk he is and what he done to me, it ain't human for me to wish him any luck."—Richmond Times-Dispatch.

Pins in Abundance.
There are approximately 10,000,000,000 pins produced in this country every year, or about 100 pins per person.

THE SANDMAN STORY

MR. FOX AND MR. DOG

MR. FOX had a feast for some time because the farmer did not have a dog at the big farm on the hill, and then the window of the poultry house was broken, and left so, until one day the farmer discovered that all of his chickens and young fowl were gone.

Only the fowl that were not tender to the liking of Mr. Fox were left. "I shall not visit that farm any more this season," said Mr. Fox as he trotted home one night. "I will be off to new hunting grounds tomorrow night."

One night, as he was on his way to another farm, Mr. Fox happened to pass the poultry house where he had found so many chickens. He looked up at the window and smiled to himself when he saw that a new pane of glass had been put in and there was no way for him or other Mr. Foxes to get in.

"He is too late with his repairs," said Mr. Fox as he trotted off, "for I shall not bother him for some time to come."

Then one night Mr. Fox saw as he ran along the top of a stone wall, that the farmer had brought a Mr. Dog to live near the poultry house. "Ha! ha," laughed Mr. Fox. "You are

too late to catch me, Mr. Dog. You should have been here some time ago if you were to save the farmer's poultry."

His laugh brought Mr. Dog out of his house with a bound, but Mr. Fox was out of his reach, so he did not jump or run away. "Mr. Dog," he

said, "you should tell your master the old saying that it is too late to lock the stable door after the horse is stolen."

"The stable door is locked and the horse is not stolen," said Mr. Dog, too surprised to bark. "I am here to see that you do not steal the chickens and other fowl. You just try it and see what happens," and Mr. Dog danced about, wishing he could reach Mr. Fox.

"Oh, you won't have any trouble from my visits for some time to come," replied Mr. Fox. "All the poultry your master has now are too old to tempt my appetite. I have had a feast, though, and I am glad for you that you will have an easy time of it, for none of my friends care for old poultry, either."

"But what do you mean by saying what you did about the stable and the horse being stolen?" inquired Mr. Dog.

"Did you never hear the old adage, 'When the horse is stolen it is too late to shut the stable door?'" answered Mr. Fox.

"I mean by that your master was too late in mending the broken window in the poultry house and bringing you here to protect the hens and chickens, for I had already carried off all the best and youngest of them and those that are left are not worth taking. He has locked the door after the horse is stolen, don't you see?"

"Yes, I do, Mr. Fox," replied Mr. Dog, "but you take this bit of advice from me: 'Hope is a good breakfast but a bad supper.' That is an old saying, too. Think it over, because I am going to live here and if at any time you hope to get a breakfast from this farm you will take it out in hoping."

"Now I wonder what he meant by that," thought Mr. Fox, as he trotted off. "Anyway, I shall not visit that place again. The hill is too long and steep to climb, and then I hate hidden meanings. Why couldn't he have said what he meant instead of trying to show off his wisdom?"

And away went Mr. Fox in the moonlight, forgetting that he was the one who first tried to impress Mr. Dog with his cleverness.

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A LINE O' CHEER
By John Kendrick Bangs.

CHARITY
TO PASS along what's given me is not the test of charity. But if I view the errors of My fellow-man with eyes of love, And when he falls hold forth a hand Enabling him once more to stand, And from the depths of his dark pain To start upon his road again, To use the good that's in him still To overcome his ways of ill, That truly seems to me to be The richest sort of Charity. (© by McClure Newspaper Syndicate.)

THE RIGHT THING
at the RIGHT TIME
By MARY MARSHALL DUFFEE

THE STAIRCASE WIT
For of all sad words of tongue or pen, The saddest are these, "It might have been."—John G. Whittier.

THE unhappy faculty of not remembering the clever things that would have been so pat and so diverting if said in the drawing-room until one is going downstairs—that is what the French call "l'esprit d'escalier," the wit of the staircase. A good many people there are who can think of immensely clever things that they might have said, or that they would have said. It is another case of that bird in hand—it is far better to say something only moderately clever, and say it when the occasion comes, than to say nothing at all and think of the amazingly clever thing too late. There are some persons who not only think over what they said and what they might have said after it is too late, but then bore their friends by telling them what they might have said.

"I was thinking over what you said about admiring Barrie's plays last week. If I'd only thought of it at the time I would have asked you to use some tickets that I had. I couldn't go, and as it was, they weren't used. But I didn't think of it till I got home."

Or: "That story you told was a good one. After I got home and was thinking it over, I thought of another one I know," and then follows a story that is only moderately humorous and has absolutely no bearing on the present trend of the conversation.

Many persons have difficulty in carrying on their end of small talk. They are always seeking advice and help on the subject. They buy books that promise to suggest subjects of conversation for every conceivable situation, and they lie awake nights before they are going to go to a social gathering of any sort, planning what clever things they can say. Then when the time comes they seem to be dazed, waiting for the situations that they have anticipated to crop up. They have a splendid story to tell about

camels, if only someone would guide the conversation to camels, and they have some inside bit of information about the kaiser; won't someone please run in the kaiser?

Now if there is any help at all to this tongue-tiedness it is this: Remember that taking a clever part in the conversation means actual mental exertion. It means getting right into the ring and making your brain work. It means mental quickness. If you are not used to this sort of mental alertness you will perhaps actually find it fatiguing at first, but it soon becomes a matter of course. There are pretty girls who think that all they have to do at a party is to look pretty. And there are some less pretty girls who realize that they have to use their wits to make up for less attractive faces, and somehow it is often these girls who have the most attention. And there are some celled young men who seem to think that their personalities are sufficiently interesting to make up for all their lack of witiness. They go to dinner parties content only to listen to what other people say and to eat the good dinner.

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Aviators Find Colorado Lakes.
Aviators flying over the Rocky mountains have discovered 500 lakes heretofore unknown to the white man. These lakes are hidden in almost impenetrable fastnesses. An idea of how a lake may be "lost" to white men is found in the Box Canon falls near Ouray, which were undiscovered for several years after the settlement, and then by accident. Now the falls form a show place. To reach them one passes through a narrow rift in rocks.

MEN YOU MAY MARRY
By E. R. PEYSER

Has a man like this proposed to you?

Symptoms: Tall, thin, sleeves always look as if they had been puffed, trousers as if they had been slept in, shoes a bit gray, always carries a mussy newspaper and never seems to be up on the news. He always mildly smiles at you, agrees with you, beams on you, seems to settle back on you as if you were one of those new-type life preservers. He has a middling job and you feel sure that if he would spruce up a bit he has the goods. He plays a rather good game of whist.

IN FACT
He is the wistful type that needs a new steering gear.

Prescription for bride:
Study the marine compass and know the chart of life. He is a good fellow, but needs the workings of the one and only compass: Love.

Absorb This:
THE STEERING GEAR WITH-OUT A CRANK WILL WORK WONDERS.

(© by McClure Newspaper Syndicate.)

After Every Meal WRIGLEY'S

The Great American Sweetmeat provides pleasant action for your teeth, also penetrating the crevices and cleansing them.

Then, too, it aids digestion.

Use WRIGLEY'S after every meal—see how much better you will feel.

The Flavor Lasts

A Lady of Distinction. Is recognized by the delicate fascinating influence of the perfume she uses. A bath with Cuticura Soap and hot water to thoroughly cleanse the pores, followed by a dusting with Cuticura Talcum Powder usually means a clear, sweet, healthy skin.—Adv.

Ermine "Royal Fur."
The beauty of ermine caused it to be worn by royalty and it was made a punishable offense for any persons except those of royal birth to wear it. This restriction has long been removed, but the fur still enjoys royal favor.

Purifying of Silver.
Crude silver is purified by contact with mercury, followed by distilling off the mercury, by which means the refined silver is left behind.

Yes, Indeed!
Mrs. Hughes.—"Isn't it strange that Henry will never permit Edith to open his watch?" Mr. Hughes—"Hump! There must be another girl in the case."

L. D. Porter

If You Have A Cough Take This Advice

Salem, Ore.—"Some years ago I was a farmer in Kansas. Thru exposure, serving as a soldier during the Civil War my health had become impaired. I was bothered with a chronic cough and catarrhal condition; I felt like an old man, although I was only forty. I heard of Dr. Pierce's Golden Medical Discovery. It helped me so much that I continued taking it (I took about six bottles in all) and felt new pure blood coursing thru my body. The 'Golden Medical Discovery' drove out the catarrh and also the cause of my cough. There are some things we can forget, but when a person has received as much help as I did, it is impossible to forget it. I feel younger and more vigorous at 78 than I did at 40."—L. D. Porter, 451 South 15th St.

As soon as you commence to take this "Discovery" you begin to feel its bracing, appetizing effect. Buy it of your druggist, in tablets or liquid. Write Dr. Pierce, President Invalids' Hotel in Buffalo, N. Y., if you desire free medical advice.

Relics of Ancient Egypt.
In the tombs of the first dynasty at Abydos Ivaries of the finest workmanship have been found. Carved lions, a dancer's wand ending in a ram's head and an ivory comb on which, over the name of King Zet, is a winged ship.

Company's Laundry Kept Busy.
One big ocean steamship company runs its own laundry, which handles 6,500,000 articles a year.

Shave With Cuticura Soap The New Way Without a Mug

Red Cross BALL BLUE
is needed in every department of house-keeping. Equally good for towels, table linen, sheets and pillow cases. Grocers

Are You Satisfied? BEHNKE-WALKER BUSINESS COLLEGE is the biggest, most perfectly equipped Business Training School in the Northwest. Fit yourself for a higher position with more money. Permanent positions assured our Graduates. Write for catalog—Fourth and Yamhill, Portland

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